

THE PUBLIC SERVICE COMMISSION OF  
SOUTH CAROLINA  
DOCKET #2011-183-T

In Re: Application of )  
Excel Moving & Storage )  
of Charleston, )  
Incorporated for a )  
Class E (Household )  
Goods) Certificate of )  
Public Convenience And )  
Necessity for Operation) )  
of Motor Vehicle )  
Carrier )  
-----)

DEPOSITION OF:

Chauncy Clark

**COPY**

Given before Stacey L. Scoggan, Court Reporter and  
Notary Public, in the law offices of The Popowski Law Firm,  
171 Church Street, Suite 110, Charleston, South Carolina on  
Tuesday, August the 16, 2011, commencing at 3:00 o'clock  
p.m.

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## A-P-P-E-A-R-A-N-C-E-S

For the Plaintiff : Popowski Law Firm  
By: David Popowski, Esq.,  
171 Church Street - Ste. 110  
Charleston, SC 29401

For the Defendant : Office of Regulatory Staff  
By: Jeff Nelson, Esq.,  
1401 Main Street - Ste. 900  
Columbia, SC 29201

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(None were marked.)

1 (Chauncy Clark, having been duly sworn, testifies  
2 as follows:)

3 MR. POPOWSKI: This is David Popowski, the  
4 attorney for the applicant. This is the deposition of  
5 Chauncy Clark taken pursuant to the commissions directive  
6 dated July 27, 2011, upon request of the applicant and as  
7 amended by the letter of the applicant dated August 12, 2011  
8 filed with the commission. Is that satisfactory, Jeff?

9 MR. NELSON: That's fine. This is Jeff Nelson on  
10 behalf of Office Regulatory Staff.

11 **DIRECT EXAMINATION BY MR. POPOWSKI:**

12 Q Okay. Mr. Clark, would you give me your full name  
13 please?

14 A Chauncy Robert Clark, IV.

15 Q And Mr. Clark, how old are you?

16 A Thirty-six.

17 Q And Mr. Clark, can you give me a summary of your  
18 education?

19 A I went to high school in Atlanta, Georgia, Roswell,  
20 Georgia and went to College of Charleston undergrad.  
21 Graduated in 1998.

22 Q And would you take us through your work history please?

23 A Started in the financial industry in Charlotte, North  
24 Carolina and moved down to Charleston. Started in real  
25 estate in Charleston in 2002.

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1 Q Okay. And tell me about some of your other employers.

2 A I worked with the City of Charleston in economic  
3 development, was the manager for business recruitment and  
4 redevelopment for the economic development department.

5 Q How long did you do that?

6 A Two years.

7 Q Okay. And who are you currently employed by?

8 A The Peninsula Company, LLC, real estate.

9 Q All right. And have you been employed by any other  
10 real estate companies or is this --

11 A Previously, yes. I was employed by John Liberatas Real  
12 Estate and Anderson Blanken Wells Real Estate.

13 Q Okay. And as you know Excel Moving and Storage of  
14 Charleston, Inc. has applied for a license to operate as a  
15 household goods mover throughout South Carolina; are you  
16 aware of that?

17 A Yes.

18 Q Okay. And can you tell us, first of your relationship  
19 in terms of your customers and household goods movers?

20 A Meaning what?

21 Q You are in the residential real estate business?

22 A That's correct.

23 Q And so have you had discussions with your customers  
24 over your career about the use of household goods movers?

25 A Yes.

1 Q Tell us about that.

2 A Generally it's just kind of a step by step process. We  
3 help them to purchase the house. And during the process  
4 they'll ask if we recommend any movers in the area or if we  
5 can kind of point them in the right direction.

6 Q And you do that?

7 A Sure.

8 Q Okay. And so you feel like you have a little bit of  
9 the sense of the household goods moving industry, certainly  
10 in the tri-county area, right?

11 A I do.

12 Q And let's talk about statewide. Are you in touch with  
13 your colleagues in the industry in the midlands and the  
14 upstate as well?

15 A I am. We work on a referral system if it's outside of  
16 our jurisdiction so to speak. Then we generally refer to an  
17 area outside of Charleston.

18 Q Okay. So you keep up with the market in the midlands  
19 and the upstate as well?

20 A Through newspapers and news and just kind of general,  
21 you know, working with other agents and understanding what's  
22 going on with the economy, yes.

23 Q Okay. Do you think there's a need for an additional  
24 household goods mover?

25 A I do.



1 Q And explain that to me.

2 A You know, the demand requires it. Charleston  
3 especially is a big draw for, not only retirees, baby  
4 boomers, but also the, you know, the southeast, the coastal  
5 areas are a big draw for people moving here.

6 Q Okay. And we've had a big announcement about a big  
7 company coming to Charleston, Boeing.

8 A Boeing is one. And that's -- we're preparing for that  
9 in our company especially, getting ready for a big influx of  
10 people.

11 Q All right.

12 MR. POPOWSKI: Mr. Nelson, I have no further  
13 questions.

14 **CROSS EXAMINATION BY MR. NELSON:**

15 Q Okay. I've got a couple short ones for you, Mr. Clark,  
16 if I could. First of all, can you tell me what the business  
17 address is for the Peninsula Company?

18 A I sure can. It's 17 Princess Street, Charleston, South  
19 Carolina 29401.

20 Q Okay. Thank you. Can you give us an example, do you  
21 have maybe a specific example you could give you us of one  
22 of the move, you know, a move that you've done or somebody  
23 that you've helped move to the Charleston area lately?

24 A Sure.

25 Q I don't need names, just generally.

1 A Sure. We just closed on a house on Daniel Island. A  
2 couple from Texas, they're moving here to retire. And you  
3 know, during the process of the transaction they asked if we  
4 had anybody locally that could help them with the move in.  
5 They had already established the truck on their end. They  
6 were going to move privately. And then they needed somebody  
7 to help them move them into the house.

8 Q Do you deal a lot with in trust state moves, moves  
9 within the state of South Carolina as well, or does most of  
10 your business deal with people buying and coming from out of  
11 state?

12 A It varies. It depends on the situation, but I've done  
13 both in state and out of state.

14 Q So when you talk about some of these referrals you're  
15 doing with other realtors and all, is that typically if  
16 somebody's like up in Greenville and they want to buy  
17 something on the coast from the Charleston area, is that  
18 when you deal with them?

19 A Both. It works both ways. If it's intrastate and it's  
20 somebody that's moving from say Columbia or Greenville area  
21 and they want to move to the coast, then we work with that  
22 agent as a referral agent. But it also works with other  
23 states, you know, Georgia, South Carolina, North Carolina.  
24 We all kind of work with reciprocity.

25 Q Do you ever have trouble finding a mover on fairly

1 short notice if somebody needs to move?

2 A Occasionally, but you know, it's on a case by case.

3 Q Yeah. Do you actually refer moving companies to  
4 individuals then that are moving into the area or where  
5 they're moving out of the area, too?

6 A Yes and yes.

7 Q Okay. Do you have any examples then? Is this like the  
8 referral thing as well where people are moving out of the  
9 area that you refer them to a mover?

10 A Generally, we're not financially compensated. It's  
11 just simply a courtesy that we do, you know, as a follow up  
12 to their closing transaction we'll work with local networks  
13 of movers to get them set up.

14 Q Do you maintain any kind of list then of people that  
15 you tend to refer to buyers or sellers in your area?

16 A I do.

17 Q Would you be adding this applicant, will you be adding  
18 Excel Movers to the list based on your knowledge --

19 A I will.

20 Q Do you have any personal knowledge of the operations of  
21 this company or anything? I mean, have you been involved in  
22 any way? Do you know anything about how they operate or who  
23 they are?

24 A I do actually. I assisted them with the lease of their  
25 warehouse in North Charleston.



1 Q So you feel fairly comfortable then with their business  
2 knowledge and that type of thing?

3 A I do. They're a very reputable company. And I did  
4 research on them before I took them on.

5 Q Okay. That's it. I don't have any further questions.

6 (Deposition concluded at 3:15 o'clock p.m.)  
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1 STATE OF SOUTH CAROLINA)

2 : C-E-R-T-I-F-I-C-A-T-E

3 COUNTY OF DORCHESTER)

4 I, Stacey L. Scoggan, Court Reporter and Notary Public,  
5 certify that I did have Chauncy Clark to appear before me at  
6 3:00 o'clock p.m. on Tuesday, August 16, 2011, at the law  
7 offices of The Popowski Law Firm, 171 Church Street, Suite  
8 100, Charleston, South Carolina; that the witness was sworn  
9 and cautioned to tell the truth, the pages constitute a true  
10 and accurate transcript of the testimony given at that time  
11 and place.

12 I further certify that I am not of counsel or kin to  
13 any of the parties to this cause of action, nor am I  
14 interested in any manner in its outcome.

15 IN WITNESS WHEREOF, I have hereunto set my hand and  
16 seal this the 18th day of August, 2011.

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Stacey L. Scoggan

Notary Public for South Carolina

My Commission Expires: February 23, 2021

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